GSA Fleet Overview and Offerings
GSA Office of Fleet Management
GSA Fleet Value Proposition

- Right Vehicle
- Right Price
- Great Service
- Required Data
GSA Office of Fleet Management

  - Mission and agency directive, funding type or appropriations may determine whether agency leases or buys
  - [AutoChoice](https://www.gsa.gov/Products-and-Services/AutoChoice) on-line ordering tool
  - Professional engineering services including technical assistance and vehicle design services;
  - Professional contracting teams and customer service staff;
  - Assistance with schedule 23V ordering

- Non-mandatory source for Vehicle Leasing
  - Own and operates ⅓ of the Federal Fleet
  - Full service leasing provider
  - Over 206,000 leased vehicles
  - Domestic and overseas operation
  - Reliable funding (revolving fund)
Agenda

- Leasing with GSA Fleet
  - Network
  - Benefits
  - Offerings
  - Card Benefits
  - Fleet Overview and Cost Savings

- Offerings
  - Implementing Operational Efficiency
  - Fleet planning, Fuel Considerations, Geographic Considerations, and Driving habits
  - Current GSA Offerings

- Questions
Overview, Card Benefits, Solutions

Leasing with GSA Fleet
GSA Fleet Leasing Network

- Dedicated and knowledgeable Customer Service Staff
- Engineers for non-standard assistance
- National Maintenance Control Center: trained technicians to authorize maintenance and repairs over $100 and recommend service shops
- Accident Management Center: customer solution when involved in accidents in GSA Fleet vehicles
- Loss Prevention Team: provide active fleet card monitoring for fraud, waste and abuse
Benefits of GSA Leasing

- Online ordering, AutoChoice
- Large Selection
- FY16 prices averaged 19.8% below the dealer’s invoice
- Predictable budget planning & no agency capital outlay
- All-inclusive rates
- Automated information systems
- Guaranteed vehicle replacements: modern, safe, efficient
- Reduce fleet administrative burden
- Less vehicle downtime
- Streamlined fleet solutions
- GSA Fleet Card with Loss Prevention Team
GSA Vehicle Offerings

- Sedans
- Police Use Vehicles
- Light Trucks 4X2 and 4X4
- Stake, Dump and Utility Trucks
- Cab and Chassis Vehicles
- Medium and Heavy Duty Trucks
- Buses
- Ambulances
- Wreckers and Carriers
GSA Fleet Rates

An all-inclusive monthly and mileage rate that covers:

- Vehicles and Replacements
- Vehicle Information Management System
- Maintenance & Accident Management
- Fuel
- Fleet Card and Tag Management
- Disposal of Replaced Vehicles
GSA Fleet Card

- Each vehicle assigned a GSA Fleet card to purchase:
  - Fuel
  - Minor maintenance and repair of government-owned or operated vehicles
  - Vehicle-related accessories <$100 dollars
Loss Prevention Team
# Fleet Overview – Driving Efficiency

## Government-wide Purchases Through GSA

<table>
<thead>
<tr>
<th></th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Vehicle Purchases</strong></td>
<td>63,352</td>
<td>54,964</td>
<td>50,114</td>
<td>41,643</td>
<td>58,050</td>
<td>47,409</td>
<td>53,013</td>
</tr>
<tr>
<td><strong>% AFV Purchases</strong></td>
<td>67%</td>
<td>80%</td>
<td>75%</td>
<td>82%</td>
<td>81%</td>
<td>83%</td>
<td>83%</td>
</tr>
<tr>
<td><strong>AFV Offerings</strong></td>
<td>291</td>
<td>502</td>
<td>894</td>
<td>1,537</td>
<td>1,513</td>
<td>1,632</td>
<td>1,783</td>
</tr>
<tr>
<td><strong>Improved MPG (GSA leased vehicles)</strong></td>
<td>24%</td>
<td>21%</td>
<td>15%</td>
<td>19%</td>
<td>21%</td>
<td>13%</td>
<td>14%</td>
</tr>
</tbody>
</table>
GSA Fleet Cost Saving Efforts

- No increase in leasing rates the past 5 years
- Government-wide annual cost per vehicle by ownership:

<table>
<thead>
<tr>
<th></th>
<th>Agency Owned</th>
<th>Commercially Leased</th>
<th>GSA Fleet Leased</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2011</td>
<td>$7,062</td>
<td>$13,103</td>
<td>$5,757</td>
</tr>
<tr>
<td>FY2012</td>
<td>$7,026</td>
<td>$8,058</td>
<td>$5,872</td>
</tr>
<tr>
<td>FY2013</td>
<td>$7,434</td>
<td>$14,258</td>
<td>$5,735</td>
</tr>
<tr>
<td>FY2014</td>
<td>$7,583</td>
<td>$14,995</td>
<td>$5,524</td>
</tr>
<tr>
<td>FY2015</td>
<td>$7,519</td>
<td>$10,319</td>
<td>$4,682</td>
</tr>
</tbody>
</table>
## Cost Per Mile Comparison

<table>
<thead>
<tr>
<th>Federal Ownership Type</th>
<th>FY2013</th>
<th>FY2014</th>
<th>FY2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency Owned</td>
<td>$1.0610</td>
<td>$1.1193</td>
<td>$1.0474</td>
</tr>
<tr>
<td>Commercially Leased</td>
<td>$1.0088</td>
<td>$0.8257</td>
<td>$1.0474</td>
</tr>
<tr>
<td>GSA Fleet Leased</td>
<td>$0.6503</td>
<td>$0.6761</td>
<td>$0.5739</td>
</tr>
</tbody>
</table>
Federal Fleet Requirements, Solutions, Offerings
# Federal Requirements

<table>
<thead>
<tr>
<th>Law/Mandate</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fleet Management Regulation (§102-34.50)</td>
<td>Agencies may only obtain the minimum size of motor vehicle necessary to fulfill mission and must obtain motor vehicles that achieve maximum fuel efficiency, limit motor vehicle body size, engine size and optional equipment to what is essential to meet your agency’s mission</td>
</tr>
</tbody>
</table>
| Executive Order 13693: Planning for Sustainability in the Next Decade | ➢ Reduce federal fleet per-mile greenhouse gas (GHG) emissions by 30% by 2025 from a 2014 baseline  
➢ By 2020, 20% of new fleet acquisitions must be comprised of zero emission and plug-in hybrid electric vehicles  
➢ Increase to 50% by 2025  
➢ Plan for refueling infrastructure that can record vehicle level refueling data |
| Energy Independence and Security Act of 2007 (EISA) | ➢ Acquire only low-GHG emitting vehicles with some exceptions  
➢ MY17 Passenger Cars: 300 g/mile max CO2 emission (295 for MY18)  
➢ MY17 Light-Duty Trucks: 375 g/mile max CO2 emission |
| Energy Policy Act 1992/2005 (EPAct)              | ➢ 75% of light duty vehicle acquisitions must be alternative fuel vehicles in metropolitan areas |
FY17 Electric Vehicles
Offered by GSA Fleet

**8E Ford Focus**
115 Mile Range
- **Purchase**: $16,160.00
- **Lease**: $182/month, $.063/mile
- **Incremental**: $1,515.00
- **SPECIAL! Break Even Rate**: $199/month, $.063/mile
- **No Incremental**

**NEW! 8E Nissan Leaf**
107 Mile Range
- **Purchase**: $20,075.77
- **Lease**: $182/month, $.063/mile
- **Incremental**: $5,430.77

**NEW! 8E GM Bolt BEV**
238 Mile Range
- **Purchase**: $34,810.66
- **Lease**: $182/month, $.063/mile
- **Incremental**: $20,165.66

*Only available in ZEV states: CA, CT, MA, ME, MD, NJ, NY, OR, PA, RI, VT*
FY17 Plug-in Hybrid Electric Vehicles
Offered by GSA Fleet

**Subcompact Sedans**

8P Chevrolet Volt PHEV
- **Purchase:** $30,300
- **Lease:** $182/month, $.08/mile
- **Incremental:** $15,655.00

8P Ford CMAX Energi PHEV
- **Purchase:** $27,143.75
- **Lease:** $182/month, $.08/mile
- **Incremental:** $12,498.75

**Compact Sedans**

9P Ford Fusion Energi PHEV
- **Purchase:** $28,209.30
- **Lease:** $184/month, $.10/mile
- **Incremental:** $9,838.41

9P Hyundai Sonata PHEV
- **Purchase:** $27,961.85
- **Lease:** $184/month, $.10/mile
- **Incremental:** $9,590.96

**NEW! Minivan**

20P Chrysler Pacifica PHEV
- **Purchase:** $38,458.78
- **Lease:** $228/month, $.19/mile
- **Incremental:** $17,341.70
Federal Sustainability Requirements for Products Purchased with Fleet Card

- Ensure that re-refined engine lubricating oil and retread tires are purchased if available
- Recycled, bio-based, FEMP-designated or non-ozone depleting products should be used where practical
- For alternative fuel vehicles, agency cardholders must purchase alternative fuel where readily available at a reasonable cost
Implementing Sustainability:
Fleet Planning

Optimizing Your Fleet

Greater ability to meet federal requirements

Reduced agency fleet costs
How to Optimize

- Know your agency and your fleet
- Clearly define agency mission and goals
- Use the tools available to you
- Explore all available vehicles and options
- Use vehicle allocation methodology (VAM)
- Right-size vehicle fleet
- Have a mixed fuel portfolio
- Substitute vehicles for Fleet Solutions
  - Use Dispatch Reservation Module and look to Motorpool options
  - Look to STR/Short term rentals in place of vehicles that are sitting
## Improving Overall Fleet Sustainability

<table>
<thead>
<tr>
<th>FUEL ECONOMY</th>
<th>More Green</th>
<th>Hybrid</th>
<th>Less Green</th>
</tr>
</thead>
<tbody>
<tr>
<td>Size</td>
<td>Small</td>
<td></td>
<td>Large</td>
</tr>
<tr>
<td>Transmission</td>
<td>Continuously Variable (CVT)</td>
<td></td>
<td>Automatic</td>
</tr>
<tr>
<td>Vehicle Class</td>
<td>Sedan</td>
<td></td>
<td>Truck/SUV</td>
</tr>
<tr>
<td>Advanced Powertrain</td>
<td>Battery/Electric</td>
<td></td>
<td>Diesel/CNG/E 85</td>
</tr>
<tr>
<td>Engine Displacement</td>
<td>Smaller</td>
<td></td>
<td>Gas</td>
</tr>
<tr>
<td>Vehicle Weight</td>
<td>Lighter</td>
<td></td>
<td>Bigger</td>
</tr>
<tr>
<td>Cylinders</td>
<td>Less</td>
<td></td>
<td>Heavier</td>
</tr>
<tr>
<td>Age</td>
<td>Younger</td>
<td></td>
<td>Older</td>
</tr>
</tbody>
</table>
Why More Efficient Vehicles?

- **GHG Emission Reductions**: No/less fleet GHG emissions from use of electricity
- **Operating costs**: Lower fuel cost per mile and maintenance costs
- **Support market development**: Lead by example in growing the electric vehicle market
- **Performance**: Quiet, comfortable, and quick
Ancillary Services and Solutions

- AFV Guide & Tool
- Desktop Workshops
- Dispatch Reservation Module
- Electric Vehicle Charging Station Solutions
- FedFMS
- Newsletters

- Short Term Rental (STR) Program
- Standardized Law Enforcement Upfit Packages
- Telematics
- Training & Education
- Vehicle Consolidations
Automated Solutions

Data to effectively and efficiently manage your fleet

- Assist with compliance
- Delivery national security
- Access to detailed information
- Ability to find vehicles that meet your needs
Electric Vehicle Charging Infrastructure

**Level 1**
- 2-5 miles of range per hour of charging
- 120V charging, 7-21 hours for full charge. Charging cord provided standard with vehicle.
- Harder to capture data by vehicle. Least expensive.

**Level 2**
- 10-20 miles of range per hour of charging
- 240V charging. 2-5 hours for full charge. Stations can collect data with optional data/network services.
- Works with any type of PHEV/EV. Moderately expensive.

**Level 3 (DC Fast Charging)**
- 60-80 miles of range per 30 minutes of charging
- 480V charging. Delivers full charge in 30 minutes-1 hour. Stations can collect data.
- Not all EVs can use all DC fast charger connection types. Most expensive.
GSA EVSE BPA

- 2 Firms received Awards
  - Apollo Sunguard Systems, Inc. (BPA GS-30F-GA082)
  - Pacific Lighting Management, Inc. (PLEMCo) (BPA GS-30F-GA083)

- 6 EVSE manufacturers under Category 1
  - ChargePoint, EVSE LLC, Garage/Juice Bar, Leviton, Efacac, Telefonix
  - 78 different configurations
  - 1 year of data network services included in station price for majority of CLINS

- 1 Data network awarded under Category 3
  - ChargePoint

- No installation services awarded
GSA Fleet Lease Offering

- GSA Fleet will lease level 2 charging stations only
- Four different models:
  - Wall mounted, single port
  - Wall mounted, dual port
  - Pedestal mounted, single port
  - Pedestal mounted, dual port
- Stations will include 1 year of network connectivity and data collection
  - GSA Fleet HQ will have access to the data
  - Integration with WEX/GSA’s Inventory System possible
- Asset will be stored in GSA’s Fleet Management System
- First orders will be placed mid- to late-April
- Delivery to all 50 states and Puerto Rico within 60 days of order placement
Charging Stations for Lease

- **Method of Award:** Lowest Priced Technically Acceptable (LPTA)

<table>
<thead>
<tr>
<th>Configuration</th>
<th>Monthly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall Mount, Single Port</td>
<td>$85.39</td>
</tr>
<tr>
<td>Wall Mount, Dual Port</td>
<td>$129.65</td>
</tr>
<tr>
<td>Pedestal Mount, Single Port</td>
<td>$94.41</td>
</tr>
<tr>
<td>Pedestal Mount, Dual Port</td>
<td>$138.67</td>
</tr>
</tbody>
</table>
Charging Station Lease Terms

- Agencies are required to sign a Memorandum of Agreement (MOA) with GSA Fleet in order to participate in this offering.
- Lease will be a 48-month fixed period with one 12-month option period to be automatically renewed, unless the agency notifies GSA of its intent to discontinue the lease.
  - After the 12 month option period, asset can be transferred to the leasing agency through an excess property transfer.
- Lease covers charging station equipment only.
- Installation and maintenance of the stations is the responsibility of the leasing agency.
**Charging Station Order Process**

### Lease vs. Buy

**Lease**

1. Contact AFV Team at gsafleetafvteam@gsa.gov
2. AFV Team provides relevant documents: MOA, Order Form, Fact Sheet
3. Order form and MOA are completed and returned to GSA. **GSA Contracting Officer places order**
4. AFV Team supplies leasing customer with accountability form. **GSA AFV Team enters asset in NEW EVSE FMS once completed. Accountability Form is returned**

**Buy**

1. Direct agencies to gsa.gov/afv (the EV Charging Stations tab)
2. Agency Contracting Officer can place order directly against BPA in accordance with FAR 8.403(C) requirements
3. **Agency Contracting Officer determines acquisition threshold** (For LPTA, if cost is >$3,500 & <$SAT, then CO can use BPA pricing per CLIN Award Doc. as “fair opportunity” for each firm) All order and delivery arrangements made by agency
BPA - 2 Categories Awarded

- Category 1 - GPS Tracking
  - Speed, location data, Idling, utilization

- Category 2 - GPS Tracking & Vehicle Diagnostics
  - Speed, location data, Idling, utilization AND Maintenance, Fuel Consumption, Emissions

<table>
<thead>
<tr>
<th>Description</th>
<th>GPS Tracking</th>
<th>GPS with Vehicle Diagnostics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Device (per unit)</td>
<td>$100.00</td>
<td>$100.00</td>
</tr>
<tr>
<td>Installation (per unit)</td>
<td>$46.55</td>
<td>$46.55</td>
</tr>
<tr>
<td>Monthly Wireless Plan &amp; Web Access</td>
<td>$10.00</td>
<td>$12.00</td>
</tr>
<tr>
<td>Total Upfront Costs</td>
<td>$146.55</td>
<td>$146.55</td>
</tr>
<tr>
<td>Annual Service Cost</td>
<td>$120.00</td>
<td>$144.00</td>
</tr>
</tbody>
</table>
Customer Feedback

We’re Listening

- Modernized GSA Fleet Drive-thru and AutoChoice Systems
- Provided new after hours roadside assistance program
- Released Customer Leasing Guide, inclusive of Fair Wear and Tear policy
- Increased training opportunities
- Streamlined the acquisition process for leasing customers
- Added order status as provided by the manufacturer in AutoChoice
- Facilities Vendor and Customer Self Service (VCSS) email notification
- Expanded WEX Acceptance
On the Horizon

- Fleet Drive-thru and FEDFMS modifications for FAST ALD reporting
- GSA Fleet2GO Mobile Application
- Federal Fleet Manager Certification Program
Questions
Contact

GSA Fleet

gsafleet@gsa.gov